



### Susheela Rivers

Partner

GLOBAL CO-CHAIR, REAL ESTATE SECTOR  
OFFICE MANAGING PARTNER, HONG KONG  
HEAD OF REAL ESTATE, ASIA PACIFIC

susheela.rivers@dlapiper.com

### Hong Kong

T: +852 2103 0760

F: +852 2810 1345

M: +852 6086 0400

With 28 years' experience in real estate investments and developments, hotel, retail and mixed use sectors, Susheela Rivers has advised on landmark developments throughout Asia (including China, Hong Kong, Singapore, Malaysia, Korea, India, Indonesia and Vietnam) and the UK.

With a focus in real estate acquisitions/disposals, financings, developments, leases, hotels and private funding initiatives, Susheela advises international and regional property companies, hotel groups, retailers, private equity real estate funds, investment banks and hospitals on aspects of real estate transactions from structuring the investments, developments, project and investment management, real estate operation to the exit strategies.

Susheela is the Office Managing Partner of DLA Piper Hong Kong, Co-Chair for the Global Real Estate sector, Head of the Real Estate Group and the Hospitality & Leisure Group for DLA Piper in Asia Pacific.

### LANGUAGES SPOKEN

- Bahasa Indonesian
- Bahasa Melayu
- Chinese (Cantonese)
- Chinese (Mandarin)
- English

### EXPERIENCE

### RELATED SERVICES

- Real Estate

### RELATED SECTORS

- Life Sciences
- Hospitality and Leisure

### LANGUAGES SPOKEN

Bahasa Indonesian  
Bahasa Melayu  
Chinese (Cantonese)  
Chinese (Mandarin)  
English

- Advising Ping An Insurance on the 30% share acquisition from and joint venture with Sun Hung Kai Properties in developing the commercial / retail complex at the West Kowloon Station in Hong Kong with consideration of around HKD11 billion.
- Acting for The Canada Pension Plan Investment Board (CPPIB) in connection with the acquisition of an interest in a mixed use real estate development project in China from Longfor (a Hong Kong listed public company) as well as the subsequent joint venture and related financing arrangements.
- Advising fund manager CBRE GI in relation to the recapitalization of the fund by the existing of numerous shareholders and the entry by new investors in relation to KLCC Suria.
- Acting for Tesco in relation to all real estate acquisition work in the PRC including structuring their acquisitions. We are assisting on all due diligence, preparation and negotiation of the acquisition agreements whether by way of on shore or off shore share purchase or direct asset acquisition, development and construction agreements, project and management services agreements, leasing documentation and other ancillary documentations and advising on structural, off shore and on shore company formations and other issues.
- Representing Tesco in its share transfer to, and joint venture formation with, HSBC Nan Fung Fund, Henderson Property fund and Fuxin Group respectively, involving eight underlying mall properties in China.
- Advising Fingen Group, a renowned Italian luxury outlet developer/operator, in its share transfer to, and formation of, an outlet fund jointly established by Henderson Property Fund, Harvard Fund, Gaw Capital and Fingen Group, involving one existing and two potential outlets in China.
- Representing Blackstone in its acquisition of retail property in Beijing and its joint venture with an experience sales and leasing entity.
- Representing City E-solution, a listing company in HK and a member of CDL group, in its senior housing fund formation (including fund documentation), in which City E-solution and Easterflair jointly acted as sponsor and anchor investor to the fund.
- Representing a Singapore fund on their China real estate investments and divestments.
- Representing Macquarie Retail Real Estate on its acquisition and joint venture with local partners in relation to two development projects in Xi'an and Jinan respectively.

## CREDENTIALS

---

### Professional Qualifications

- Solicitor of the Senior Courts of England and Wales
- Solicitor of the High Court of Hong Kong

### Prior Experience

Prior to joining DLA Piper in Hong Kong, Susheela was at a London-based global law firm, working in their London office.

### Recognitions

- Recognized in the Hall of Fame for Real Estate in Hong Kong by *Legal 500* in 2021.
- Ranked as a leading individual in the area of Real Estate by *Legal 500* in 2014, 2015, 2016, 2017, 2018, 2019 and 2020.
- Ranked as a leading individual in the area of Real Estate: Hong Kong Based (International Firms) by Chambers & Partners in 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021.
- Acknowledged as Who's Who of Hospitality Lawyers 2020.
- Acknowledged as "Best in Real Estate" by *Euromoney Legal Media Group Asia Women in Business Law Awards* 2014, 2019.
- Acknowledged as a leading lawyer in the area of Real Estate by *The International Who's Who of Business Lawyers*.

### Education

- The College of Law, London. 1991
- Queen Mary College, University of London. 1990
- National Junior College Singapore. 1986

## INSIGHTS

---

### Publications

#### **Real Estate Gazette: Distressed assets in real estate**

12 October 2020

Real Estate Gazette

The latest edition of DLA Piper's Real Estate Gazette looks at different aspects of distressed assets as the world continues to adapt to what has been dubbed the new normal. This edition brings you voices, opinions and analysis from real estate markets in Asia, Denmark, Germany, Angola, the Netherlands, Norway, the UK and US, from freeing up capital in difficult times to providing tips and techniques for commercial landlords forced to deal with tenant hardship and debt.

---

#### **Lessons learned: Reopening of Asia in wake of COVID-19**

23 June 2020

DLA Piper's Susheela Rivers and John Sullivan speak with Christina Gaw.

---

#### **Real Estate Gazette: Operational Real Estate**

17 March 2020

Real Estate Gazette

Operational real estate is a rising star in the real estate investment market. One element that makes this asset class so interesting is the various sub sectors it covers, each calling for specialist experience and practical know-how in both commercial and legal terms.

That diversity is reflected in this issue, we hope you enjoy it.

---

#### **Inspirational Women in Real Estate 2020**

11 March 2020

The Real Estate Industry sometimes suffers from a lack of female Role Models. For this reason, we are proud to present, in

---

honour of International Women's day, the third edition of our Inspirational Women in Real Estate booklet. By continuing to highlight the stories of some of our women in Real Estate around the world, we hope to make our small contribution to engendering a more gender balanced industry.

---

### **Real Estate Gazette: Finding profit in uncertain times**

22 November 2019

Real Estate Gazette

This issue highlights the various legal issues related to finding profit in uncertain times.

---

### **The rise of co living in 'the world's least affordable housing market'**

22 November 2019

Hong Kong is renowned for its unattainably high home prices. For millennials in the territory, owning a flat in the near future remains a long shot. With new co-living options providing a way through for residents, new real estate opportunities exist for developers, owners and operators.

---